

Business News

Brighter Outlook for Goods Seen in Cotton Price Rise

Unfinished Goods Higher; Some Mills Withdraw Quotations; Retail and Jobbing Trades Still Dull

Sees Probability of Advance in Prices

Cotton goods men are decidedly more bullish in view of the strong rise in cotton on Tuesday and yesterday. The rapid upturn in the staple led many mills to withdraw their offerings of unfinished or gray goods at old prices. Buyers of such goods were active seekers of merchandise yesterday and Tuesday, and the standard 64-68 33/4-inch broadcloth was offered at 10 cents a yard, while 10 cents a yard was obtainable at 8 cents a yard, a full quarter of a cent advance for the two days.

The rise in raw cotton has not yet affected finished goods. In fact some classes of finished goods, notably denims, are showing a softening tendency. Sales agents in the primary market, however, feel that if the gains in raw cotton hold, jobbers, retailers and men who use cotton goods will come into the market in larger numbers, as they have been holding off buying for some time.

Distribution of cottons through jobbers and retailers has been dull for more than a month. The May sales now in progress are giving the retailers some action, but jobbers still report that their retail customers are taking considerable canceling of orders for this time of the year.

Commercial Credit

The commercial money markets remain without much change. Demand for new money by the average run of commercial concerns remains light. Offerings of commercial paper are small in volume and rates remain unchanged at 4 to 4½ per cent. The best prime paper discounts are 4 per cent.

American Advances Worsted

The expected advance in worsted goods was made yesterday by the American Woolen Company, the market leader. Independent companies have been advancing their prices for the last two weeks. When the American company announced its advances in woolen prices last month it was estimated that higher prices for worsteds were in prospect.

The advance made by the company ranged from 10 to 20 cents a yard on the bulk of worsted goods, with a few of the higher grade numbers registering advances as high as 22 and 30 cents a yard. The advance, it was announced, covers the increase in the price of raw material since initial prices for fall cloth were made early in the year.

Retail Sales Below Last Year

RICHMOND, Va., May 3.—Retail sales in money value in twenty-four department stores in the Fifth Federal Reserve District during March averaged 182.5 per cent of sales in March of last year. The Federal Reserve Board here reports in its May bulletin. For the first quarter of this year sales averaged 18.5 per cent below those of the same period a year ago. March sales, however, showed a 32.8 per cent betterment over February sales. Sales in Richmond and Washington generally are better than Baltimore and other cities in the district.

Fails to Find "Poor" Farmer

The "poor" farmer isn't as many think he is, in the opinion of a radio salesman who recently demonstrated his views to a group of French Trade Shifts

Less Imports From U. S., England, Belgium, Argentina

French imports from the United States, England, Belgium and Argentina, the principal countries of France, supply, showed a great falling off in 1921, as compared to 1920, according to a report on French economic conditions just published by the Franco-American Board of Commerce and Industry here. Imports from the United States dropped from 10,886,000,000 francs in 1920 to 8,881,000,000 francs in 1921. Imports from England fell from 10,158,000,000 francs in 1920 to 3,165,000,000 francs in 1921. Imports from Argentina decreased from 2,091,000,000 francs to 820,000,000 francs and the imports from Belgium dropped from 3,326,000,000 francs to 1,793,000,000. Imports from Germany remained about the same.

Although French exports to England, Switzerland, Spain, Italy and South America declined considerably radio salesmen who recently demon-

strated to his satisfaction the belief that farmers as a rule have some ready cash at least. In response to a call for demonstration of radio apparatus this salesman called at a farm in Connecticut. Twenty farmers with their families were assembled at the one farm house. The new device was demonstrated and apparatus assembled and tuned. Following the demonstration he took orders for seventeen radio sets at \$250 each. The farmers paid cash in advance with their order.

Buyers Arrived

Fairchild Service

AKRON, Ohio.—A. Polasky & Co., H. O. Polasky, ready to wear; care Kirby, Block & Fisher, 352 4th av.

MARSHALL & CO., Cleveland; Leonard; E. A. Marshall; W. Scheider, men's furnishings.

ALLEGHENY, Pa.—Silverman & Silverman, M. C. Silverman, hosery, gloves, Martinique.

ALTOONA, Pa.—M. Levine & Sons, C. Levine, men's garments.

ATLANTA, Ga.—Mutual Clothing Co., L. L. Lewis, ladies ready to wear; John men's clothing; care Goldstein, Brown Co., 1123 Peachtree.

BALTIMORE

American Wholesale Corporation, M. G. Frazier, mudine, men's sportswear, 351 4th st.

STEWART & CO., Mrs. D. Dutcher women's and misses' dresses, Miss F. Jef- ferson, men's jackets and juniors' wash dresses, 16 W. 26th st.

Hecht Bros. Co., F. S. Deutsch, dresses, waistcoats, men's suits, coats and hats; care Goldfarb & Hartman, 37 W. 33rd st.

Hirschberg & Co., A. Plotnick, men's suits, coats and hats; care Goldfarb & Hartman, 37 W. 33rd st.

Hochschild, Kohn & Co., R. G. Alexander, men's clothing, care Goldstein, Brown Co., 1123 Peachtree.

Hochschild, Kohn & Co., Mrs. D. Engel, men's and boys' clothing; care Specialty Stores Co., 10 E. 25th st.

Hoover, C. H., men's clothing, care Goldfarb & Hartman, 37 W. 33rd st.

Imperial, Alexander J. Cohen, dresses, 45 W. 27th st.

Jahrman, Abraham, men's furnishings, care Goldfarb & Hartman, 37 W. 33rd st.

Kaufmann, Louis, Josephson, Louis Josephson, clothing, Pennsylvania.

Levy, H. J., men's clothing, care Goldfarb & Hartman, 37 W. 33rd st.

Markowitz, H. J. Adam & Co., W. H. Lawrence, men's coats, suits and dresses, 16 W. 26th st.

McKee, J. H., men's clothing, care Goldfarb & Hartman, 37 W. 33rd st.

Plotnick, Belkavit & Co., A. Plotnick, men's suits, coats and hats; care Goldfarb & Hartman, 37 W. 33rd st.

Reich-Mayer Co., R. Reich, men's suits, coats and hats; care Goldfarb & Hartman, 37 W. 33rd st.

ROCHESTER, N. Y.—Duffy Powers Co., Mrs. Noelle, basement linens and domestics, 100 1/2 Broad st.

ROCHESTER, N. Y.—R. Forman Co., Miss Felton, hose, 25 1/2th st.

Ohrbach, Stahl Co., H. Katzman, silk coats, silk dresses, job coats, 4 W. 14th st.

ROCHESTER, N. Y.—John L. Morgan Co., J. Taylor, rep., Pennsylvania.

READING, Pa.—Kline, Ephphatha & Co., Francis, women's and girls' ready to wear, 100 1/2 Broad st.

BRIDGEPORT, Conn.—M. Read Co., Charles J. Chevallier, silk, velvet, dress.

WILKES-BARRE, Conn.—D. M. Read Co., Miss L. Paul, corsets, E. G. Walls, dresses, 100 1/2 Broad st.

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